

Mariela Lob

Independent Consultant

Independent Consultant with 1 year of experience in providing tailored solutions for clients across various industries. Highly skilled in project management, strategic planning, and data analysis. Demonstrates strong communication and problem-solving skills, with a proven ability to generate actionable insights and deliver results. Committed to helping clients achieve their goals and drive business growth.

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(874) 984-1281 

1234 Maple Street, Kansas City, 
MO 64108

Education

Bachelor of Business Administration in Management Consulting at University of Missouri, Columbia, MO

Sep 2018 - May 2022

Relevant Coursework: Strategic Management, Marketing, Business Analytics, Financial Accounting, Operations Management, Organizational Behavior, Project Management, Change Management, Corporate Finance, Business Ethics, and Management Information Systems.

Links

[linkedin.com/in/marielalob](https://www.linkedin.com/in/marielalob)

Skills

Salesforce



Tableau



Python



QuickBooks



AutoCAD



SEO/SEM



Hadoop



Employment History

Independent Consultant at St. Louis Consulting Group, MO

Feb 2023 - Present

- Increased client revenue by 45%: Successfully implemented a comprehensive sales and marketing strategy for a major client, resulting in a 45% increase in their annual revenue, equivalent to a \$1.2 million growth within 18 months.
- Streamlined operations to save \$500,000 annually: Conducted an in-depth analysis of a client's operational processes, identified inefficiencies, and recommended actionable solutions, ultimately reducing costs by \$500,000 per year while maintaining productivity levels.
- Improved customer satisfaction by 30%: Developed and executed a targeted customer service improvement plan for a client, which led to a 30% increase in overall customer satisfaction ratings and a 20% boost in customer retention rates.
- Expanded client base by 25%: Leveraged extensive industry knowledge and networks to identify and secure new business opportunities for St. Louis Consulting Group, resulting in a 25% expansion of their client base and a 35% increase in annual revenue.

Associate Independent Consultant at Springfield Business Advisors, MO

Jul 2022 - Jan 2023

- Successfully increased client revenue by 35% within a year by implementing strategic business development plans and optimizing marketing efforts for a local retail company.
- Streamlined operational processes for a manufacturing client, resulting in a 25% reduction in production time and a 15% increase in overall efficiency.
- Facilitated the acquisition and integration of two small businesses for a healthcare client, leading to a combined annual revenue growth of 20% and a 10% reduction in operational costs.
- Developed and executed a comprehensive employee training program for a technology firm, which improved employee retention rates by 30% and increased overall productivity by 18%.

Certificates

Certified Management Consultant (CMC)

Dec 2021

Project Management Professional (PMP)